

Date: July 24, 2019

To: Board of Directors

From: Doug Kelsey

Subject: RESOLUTION NO. 19-07-54 OF THE TRI-COUNTY METROPOLITAN
TRANSPORTATION DISTRICT OF OREGON (TRIMET)
AUTHORIZING A CONTRACT MODIFICATION WITH BRIDGE DATA
SOLUTIONS, INC. FOR IT HARDWARE, SOFTWARE, AND RELATED
SERVICES

1. Purpose of Item

This Resolution requests that the TriMet Board of Directors (Board) authorize the General Manager to execute a contract modification with Bridge Data Solutions (Bridge Data) for Information Technology (IT) Hardware, Software, and Related Services (Modification).

2. Type of Agenda Item

- Initial Contract
 Contract Modification
 Other _____

3. Reason for Board Action

Board approval is required because the proposed Modification increases the contract amount beyond the amount previously authorized by the Board.

4. Type of Action

- Resolution
 Ordinance 1st Reading
 Ordinance 2nd Reading
 Other _____

5. Background

TriMet's Information Technology (IT) Division has an ongoing need to purchase hardware, software, and related services. Past practice for acquiring these essential goods and services has been on an as needed basis, which has required individual procurements and contracts for each acquisition. This procurement practice has not proven to be efficient or effective and has prevented TriMet from leveraging the large amount of these purchases to secure the best pricing. This practice has also limited IT's ability to nimbly respond to TriMet's changing needs as quickly as possible.

To improve the acquisition strategy for these goods and services, staff from IT and Procurement and Contracts worked together to develop a solicitation that would:

- 1) leverage the volume of goods and services that TriMet procures to secure the best pricing possible;
- 2) allow for a requirements based contract with locked in pricing for various goods and services; and
- 3) result in a multi-year agreement with a qualified and experienced reseller of such goods and services.

In January 2017, TriMet issued an RFP to obtain a new Contractor for these IT goods and services. Based upon the review of the three (3) responsive proposals received, a selection committee composed of TriMet IT and Procurement staff determined that Bridge Data was the most qualified contractor. Pursuant to Resolution No. 17-03-24, the Board authorized a contract with Bridge Data in an amount not to exceed \$3,910,828.35 over a five (5) year period. At the time of the solicitation, this amount was TriMet's best estimate of its needs over the life of the contract.

However, over the past two and one-half years, three unanticipated and expensive events resulted in the near exhaustion of the authorized contract amount:

- First, TriMet's CAD/AVL server infrastructure had to be upgraded, at a cost of approximately \$400,000.
- Second, following an IT outage that affected the entire Agency, TriMet had to update and extensively re-design its IT network, which required the purchase of upgraded hardware, at a cost of approximately \$1,000,000.
- Finally, TriMet recently awarded a Contract to implement an Enterprise Content Management system, which required the purchase of additional hardware, at a cost of approximately \$300,000.

These unanticipated expenditures were in addition to TriMet's ordinary IT hardware and software expenditures, and the amount allocated for ongoing replacement of TriMet's existing hardware after it reaches the end of its useful life. These projects were approved and budgeted after the original Bridge Data contract was awarded. Under previous practice, the associated hardware would have been separately procured, without the ability for larger discounts. Utilizing the contract with Bridge Data allowed TriMet to minimize the impact of these unanticipated hardware needs by leveraging the existing discounts and using a more efficient procurement.

The proposed modification of the contract with Bridge Data will increase the amount of the current contract from \$3,910,828.35 to \$5,910,828.35. This revised total reflects anticipated needs for the Agency through the March 2022 termination date of the Bridge Data contract.

6. **Procurement Process**

As described above, this contract was procured via a Request For Proposals process.

7. **Diversity**

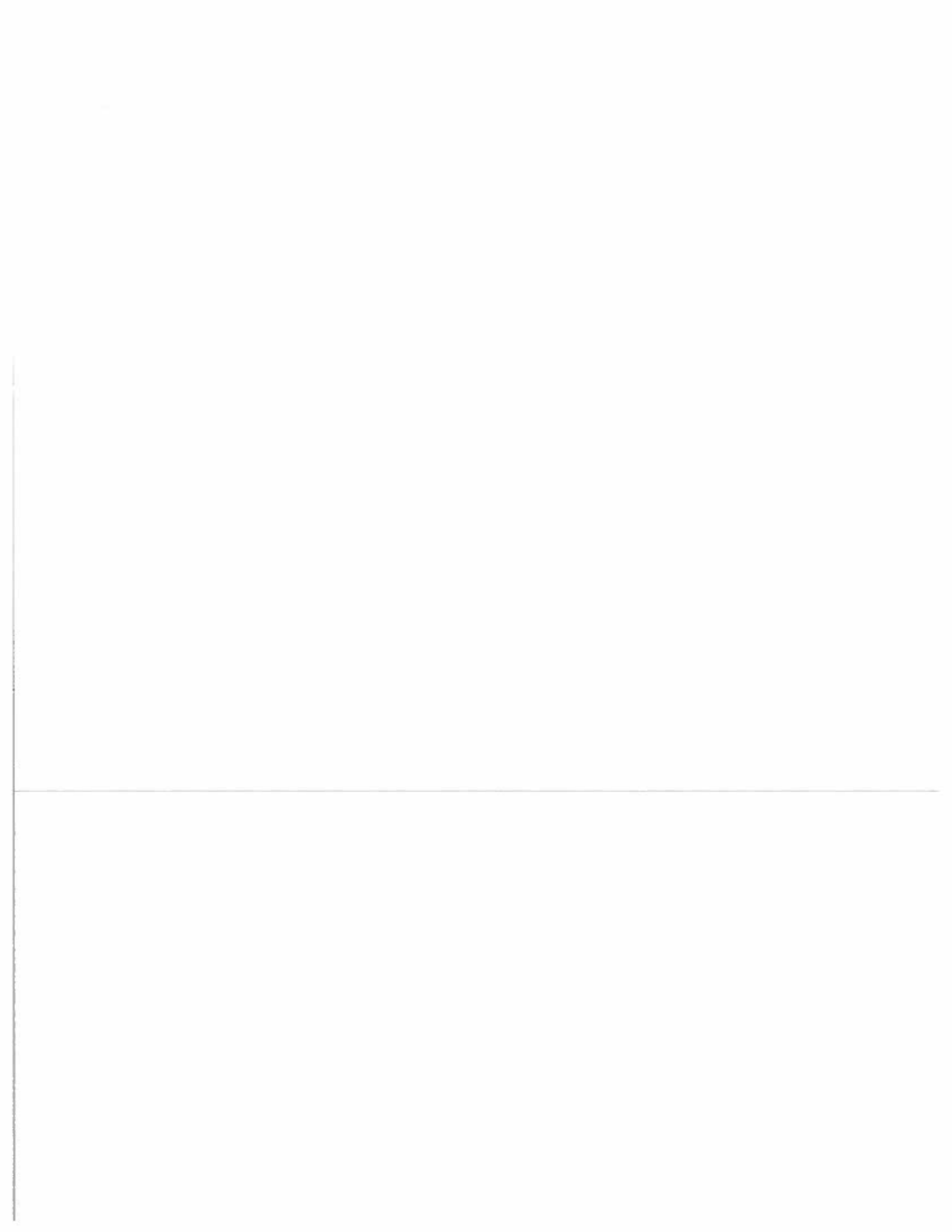
Bridge Data's workforce diversity is 16% women and 8% minority. Bridge Data will continue to self-perform a majority of the work.

8. **Financial/Budget Impact**

The contract Modification amount is budgeted in the IT Division's current operating budget.

9. **Impact if Not Approved**

Staff is very satisfied with Bridge Data's performance under its contract to date and recommends approval of this Resolution. Should the Board not approve it, the services could be re-procured. However, this option is not recommended because it would delay obtaining the goods and services necessary to address immediate IT needs. Additionally, as the original contract was procured via a competitive process, re-procurement is not likely to result in better pricing or a more qualified vendor.



RESOLUTION NO. 19-07-54

**RESOLUTION NO. 19-07-54 OF THE TRI-COUNTY METROPOLITAN
TRANSPORTATION DISTRICT OF OREGON (TRIMET) AUTHORIZING A
CONTRACT MODIFICATION WITH BRIDGE DATA SOLUTIONS, INC. FOR
IT HARDWARE, SOFTWARE, AND RELATED SERVICES**

WHEREAS, TriMet has authority under ORS 267.200 to enter into a contract Modification with Bridge Data Solutions, Inc. for Information Technology hardware, software, and related services; and

WHEREAS, the total amount of the Modification exceeds the contract amount originally authorized by the TriMet Board of Directors (Board); and

WHEREAS, by Resolution dated October 25, 2017, the Board adopted a Statement of Policies requiring it to approve goods and services contracts obligating TriMet to pay in excess of \$1,000,000;

NOW, THEREFORE, BE IT RESOLVED:

1. That the contract Modification shall conform with applicable law.
2. That the General Manager is authorized to execute a contract Modification in the amount of \$2,000,000, for the approximately two and one-half years remaining of the Bridge Data contract.

Dated: July 24, 2019

Presiding Officer

Attest:

Recording Secretary

Approved as to Legal Sufficiency:



Legal Department

